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FM AMEMBASSY ABUDHABI
TO RUEHC/SECSTATE WASHDC IMMEDIATE 1184
IFO RUEHDE/AMCONSUL DUBAI PRIORITY 7833
RUEHGP/AMMBASSY SINGAPORE 0115

UNCLAS ABU DHABI 00076

SENSITIVE
SIPDIS

DEPARTMENT FOR PM/DTCC: TMAZZARELLI

E.O. 12958: N/A
TAGS: [KOMC](#) [ETTTC](#) [US](#) [AE](#)
SUBJECT: BLUE LANTERN LEVEL 3: POST-SHIPMENT END-USE CHECK ON LICENCE

050072150

REF: A. STATE 63350
[1](#)B. SINGAPORE 00724

SENSITIVE BUT UNCLASSIFIED; PLEASE HANDLE ACCORDINGLY.

[1](#)1. (SBU) On July 9, TDY ECONOFF met with Azmat Rana, Sales and Marketing Manager for the Giffin Establishment, regarding license 050072150 for a post-shipment end-use check on CH-47D helicopter spare parts for the UAE Armed Forces General Headquarters (GHQ). ECONOFF explained the background for the visit and provided information on the U.S. munitions licensing system. Mr. Rana quickly noted that he runs a "clean" business and will share whatever documentation that the U.S. may require. He also conveyed strong knowledge of the U.S. licensing system.

[1](#)2. (SBU) Mr. Rana explained that the Giffin Establishment was founded "seven or eight" years ago and is affiliated with "Giffin Graphics," a company that has been in the UAE for over 30 years. "Giffin Graphics" specializes in graphic design, machinery, paper and related supplies. Mr. Rana stated that as part of this business, it was decided to expand Giffin Graphics to include an "off-shoot" company that would be involved in the aircraft spare parts procurement business. Mr. Rana stated that he is a former UAE Air Force official. Giffin Establishment does not appear to have a website, but there is one for its related company Giffin Graphics (www.giffingraphics.com). The Giffin Establishment is located in the same building as Giffin Graphics.

[1](#)3. (SBU) Mr. Rana stated that his primary client is the UAE Armed Forces. As with other companies ECONOFF has visited that work with the UAE Armed Forces, Mr. Rana explained that Giffin does not store any of the articles procured on behalf of the UAE Armed Forces at any of its warehouses. All articles are delivered straight to the UAE GHQ warehouse; the items are never off-loaded or transferred to any Giffin warehouses. Thus, Giffin does not handle any of the good upon arrival at the port of entry. Mr. Rana stated that the UAE Armed Forces is its only major client.

[1](#)4. (SBU) Regarding this particular transaction, Mr. Rana stated that he used a company in Singapore to procure the items which were then transferred to the UAE. He stated that this Singapore-based company, AJ Aero Support Pte. Ltd., was able to get the best price for the items. He also explained that he met the company's director, Annie Yeo, at an air show "a couple of years ago" and that he does not know how she does it, but she is able to get items at a "pretty good price." Mr. Rana also produced copies of end-user certificates that appeared to be from the UAE Armed Forces and signed by Director General of Purchasing, Staff Col. Eng. Yhaya Yousuf Abdulla Al Baloushi for the items.

[1](#)5. (SBU) Post has not yet been able to reach UAE GHQ to confirm delivery. Post has sent written inquiries and continues to follow up with UAE GHQ on the delivery on the spare parts. Post will continue to follow-up with GHQ on this matter and report septel.

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